



December 7
 The Pyramid Club
 1735 Market Street
 Philadelphia
 7:30-10:15 a.m.

LEVERAGING DEBT

December 14
 The National Press Club
 529 14th Street, NW
 Washington, DC
 8:00-11:00 a.m.

to Increase Acquisition Opportunities

Two Sessions - Same Program
 By invitation only; no charge to attend.



This program will discuss how best to leverage debt to increase acquisition opportunities for company growth. Specific issues to be presented include:

The deal process. An overview of the typical acquisition process; evaluating strategic fit with business; deal structure; what management should look for; using debt as a motivating factor; types of debt; preparing your balance sheet for borrowing and acquisition . . .

The banker. Types of debt and associated costs; key metrics during due diligence; what are covenants and what you should know about them; reporting and tracking (loan performance); loan syndication . . .

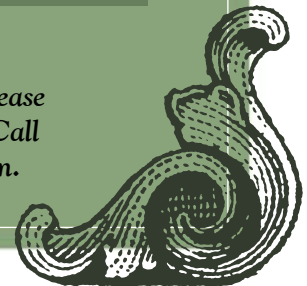
The lawyer. Due diligence considerations; deal structure; the negotiation process; typical deal terms; LBO and MBO trends . . .

The case study. A successful acquirer will share real-life experiences, including key learnings, what worked and what didn't work; what would be done differently . . .

The Panel:

- DAVID GATES
Gates and Company, Moderator
- BRIAN BRADY
Gates and Company, Investment Banker
- TOM OLENZAK
Gates and Company, Investment Banker
- RICHARD JAFFE
Ballard Spahr Andrews & Ingersoll, Attorney
- RICHARD PERELMAN
Ballard Spahr Andrews & Ingersoll, Attorney
- STEVE HOBMAN
NewSpring Mezzanine, General Partner

Kindly RSVP by December 2 to seminars@gatesandcompany.com and please indicate which session you will attend. Call 302-428-1338, x15 for more information.



Sponsored by:



Panelists include:

